



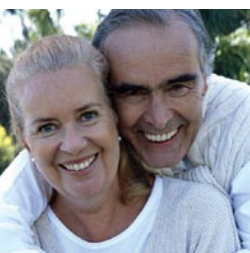
# A Consumer Guide To Reverse Mortgages

Your resource to provide financial  
security and improve your quality  
of life.



## MAKING A REVERSE MORTGAGE

# Work for You.



For many Americans retirement is a mixed blessing. On one hand it is a time to enjoy family and friends, explore special interests, cultivate new skills and enjoy living to the fullest. But retirement years can present special challenges. All too often people find themselves in need of extra income just to keep up. We focus on helping older Americans live in their home comfortably and securely by potentially turning the equity in their home into extra cash or monthly income.

We understand that each individual's needs are unique. That's why we offer a broad selection of reverse mortgage products. Deciding if a reverse mortgage is the right thing

to do is an important decision. We encourage you to take your time, understand your options, discuss them with those you trust and feel free to contact us for assistance at any time. We are confident we can help guide you to the solution that works best for you. Ultimately the decision will always be yours. We respect that and will work closely with you to help you make the most of your resources.

For many people a reverse mortgage can be a solid financial solution that may help eliminate financial concerns.

If you are 62 years of age or older and have equity in your home, a reverse mortgage can turn that equity into cash, a line of credit, monthly income or a combination thereof. Unlike a traditional mortgage, there are no required monthly mortgage payments and the proceeds are tax-free.\* There is no income qualification. Best of all, you retain title to your home.

### Could you benefit from additional cash?

- Provide a cushion against the unexpected
- Fund home repair
- Establish a resource to help grandchildren and loved ones
- Reduce debt
- Eliminate existing mortgage payments
- Pay for home services
- Enjoy additional leisure activities

### Potential reverse mortgage benefits:

- Provides easy access to the equity you have built in your home
- Delivers increased tax-free\* monthly income
- Eliminates required monthly mortgage payments
- Provides funds which may reduce month-to-month financial burdens
- Allows homeowner to live in their home

\* Consult your financial advisor

## MAKING A GOOD DECISION

# Commonly asked questions

### Q. How much money can I receive?

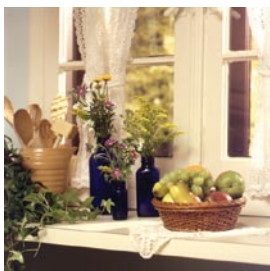
**A.** The amount of money you receive is dependent upon several factors: your age, the value of your home, current interest rates and the specific plan you choose. Your Loan Advisor can help you determine which plan best meets your needs. While each individual's situation is different, as a rule of thumb the older you are and the higher your home's appraised value, the more money you receive.

### Q. What are the costs?

**A.** Costs vary from one program to another. That's why we offer a variety of programs to meet a variety of needs. Most reverse mortgages, however, have costs similar to traditional mortgages such as interest charges, origination fees, closing costs, inspections and insurance.

### Q. When does the loan become due and payable?

**A.** As long as property taxes and home insurance are paid, and the home is kept in good working order, the loan is due and payable when the borrower sells the property, permanently leaves the home, or passes away.



### Q. Can we make the process easy?

**A.** We have worked hard over the past several years to simplify the process. We believe the first step is the most important. That's when you and your Loan Advisor review your goals and objectives and decide which plan best meets your needs. Once you are comfortable that you are making a good decision the process moves forward.

### Q. Who should I look to for advice?

**A.** Decide who you trust, then discuss your intentions with them. It may be your attorney, a financial advisor, AARP, a family member or close friend. We want you to feel confident in your decision.

### Q. Are there any restrictions on what I can do with my money?

**A.** You can use the proceeds to whatever end you choose. After all, it is your money.

### Q. Whose name is on the home's title?

**A.** Yours. The borrower retains title to the property. A reverse mortgage is a lien just like a traditional mortgage.

YOU HAVE

## Options.



There are several different types of reverse mortgage products. These products offer you the flexibility to customize a reverse mortgage specific to your financial objectives. Your Loan Advisor will help you assess your individual situation and recommend a product that best meets your needs.

### Three quality products to provide the flexibility to meet your individual needs

- **HUD/FHA HOME EQUITY CONVERSION MORTGAGE (HECM) SUITE:**  
This suite of government insured programs is subject to HUD/FHA lending limits and provides available funds in a lump sum, line of credit, or monthly income for a fixed term or as long as you live in your home. The flexibility of this product allows for fixed and variable rate plans.
- **FANNIE MAE HOME KEEPER:**  
Government Sponsored Enterprise Program provides cash, line of credit or monthly income subject to the Fannie Mae lending limit for as long as you live in your home.
- **FINANCIAL FREEDOM CASH ACCOUNT ADVANTAGE:**  
Proprietary Program provides cash options or lines of credit with emphasis on higher-value homes or for seniors with substantial home equity.

IS A REVERSE MORTGAGE

## Right for you?

Most of us love our home. We have put a lot of ourselves into it. Perhaps raised our families there, worked hard to keep it in good repair, lived, loved, laughed and cried there.

Our home is one of the biggest financial commitments we make. And it represents one of our biggest and often most overlooked sources of extra income.

The ability to remain in our home while taking care of ourselves financially is important. A reverse mortgage could give many of us that opportunity. If you own your home outright or have built up equity, and if you could benefit from extra cash to supplement your existing income, reduce credit card debt, cover medical expenses, help a loved one or just enjoy life a bit more, a reverse mortgage may be right for you.

### Getting Started Is Easy.

We will be happy to meet with you at your convenience to discuss your needs. We find that the first meeting with a prospective client takes about an hour to gather facts and get to know one another. It will be an hour well spent.



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Not all products and options available in all states. Consult your financial advisor. Consult appropriate government agencies.

It is important to know that with adjustable rate mortgages, an increase in the interest rate could affect the amount of money available to borrow in the future and the amount of money owed when the loan becomes due. Consolidating debt may result in higher overall interest cost over the life of the loan. Consult your financial advisor on paying short term debt with your mortgage loan. Make sure you understand the features associated with the loan program you choose. Advisor and/or broker/ correspondents are independent entities and do not form legal partnership or agency relationships with Financial Freedom.

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